

# Attention FDA

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It came to my attention that the FDA is being asked to take away my right to sign a medical waiver before purchasing a hearing aid. Instead I would be forced to have a medical exam or hearing test. Here's my views and/or experiences on several related questions?

1. Should I be forced to have a medical exam and/or hearing test before purchasing a hearing aid? If so, should the FDA pay for the exam?

*No I should not be forced! FDA should have nothing to do with my desire to buy hearing aids. FDA is in too much of our consumer products as it is. IF FDA is allowed to enter this field they should definitely pay for any exam or doctor I see. Maybe they should also pay for my hearing aids if they are so interested in my ears.*

2. Some people are physically unable to drive to a doctor or hearing specialist, or have had bad experiences they don't want to repeat. For instance ...

*I don't personally know of any such instances, but these people are out there and they should have the say of their hearing. NOT FDA or anyone else*

3. Should the FDA take away my Constitutional Right, affirmed by the Supreme Court, to decide for myself my medical exams and treatment?

*NO DEFINITELY NOT*

4. Should I be allowed to purchase hearing aids by mail as I choose?

*As a grown man of 59 years old and a user of hearing aids by mail for 15 years, that I have been very satisfied with, yes I should no one should be able to tell me what I can and can't do - Thank you*

Signed by: Karl A. Baughman Date: March 1, 2000

QBK-0372 P.O. Box 302  
Claypool, Arizona

C3698

85532

Phone 520-425-9302

Dear Jim and Catherine

Here is the FDA Survey being sent back to you. You have my permission and consent to use it & copy it any way you want. Sharon put my address & Phone No. on it.

Over the past years I have been satisfied with your ~~products~~ products.

There have been some instances when the service and service answers did not meet my satisfaction.

If you check my account records you will see it all, including the fact that I wrote to you both personally and never received an answer.

I still have copies of all correspondence with EXCEL Hearing Solutions. If you are interested!!!!

However, I still believe you have every right to earn a living for you and your family for your extended and profitable business. So I am writing this note to you. You may also use it any way you wish

Karl A. Baughman  
P.O. Box 302  
Claypool, Arizona  
85532

Phone # 520-425-9302

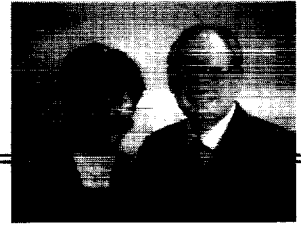
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March 1, 2000

# **EXCEL** Hearing Solutions

105 N. First St., ♦ P.O. Box 586 ♦ DeKalb, IL 60115 ♦ (800) 962-0745

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Catherine & Jim Hovis

## ***Your Rights are in Danger And Only You can Protect Them***

Dear Excel Customer,

Your right to purchase hearing aids by mail is threatened by audiologists who want to force you to see them or doctors first. Currently you have free choice and are protected by money-back guarantees. Audiologists tried to take away your rights in 1975 and failed. The FDA ruled that it saw no abuses. They tried again in 1993 and failed. Thousands of consumers wrote to the FDA and the proposed regulation was tabled.

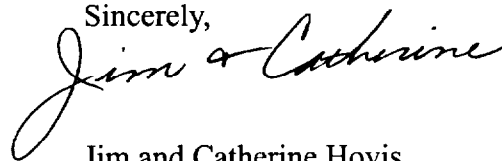
Now, the FDA has a new commissioner. She was not on board when audiologists tried before to take away your rights. This time they are closer than ever to succeeding.

**How would this affect you?** If you have the money to pay for an exam and hearing test, you may not be affected. If you are not handicapped or disabled and are easily able to reach your doctor, you may not be affected. If you have the time to wait to see your doctor and if you have a doctor near you, you may not be affected. If you do not mind the government deciding what is in your best interest, you may not be affected. However, if any of these are a concern to you, you *will* be affected!

Forcing customers to always have a medical exam or hearing test will force Excel out of business. You will be forced to purchase hearing aids costing more than twice our price. And why? This regulation is being pushed by doctors in spite of the fact that leading industry analysts have proven that Excel Customers are more satisfied with their service and product than are the customers of traditional retail dealers!

We are excited about new products you can try this year. For the first time you can test a new line of soft hearing aids. You can also get the best pricing on Premium Zinc Air batteries, thanks to our getting special price consideration on high quality Swiss-Made Renata batteries. Information about both is included.

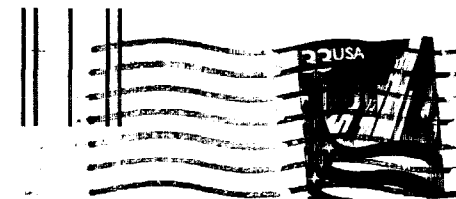
If you want to test hearing products as you wish, please write to the FDA and tell them your views. You can send us your letter and we will forward it to the FDA commissioner. We will also copy it for several state and federal representatives. Or if you prefer, you can send your letter directly to the head of the FDA yourself, Ms. Jane Henney, MD, Commissioner Food and Drug Administration, 5600 Fishers Lane, Rockville MD 20857.

Sincerely,  
  
Jim and Catherine Hovis

*OVER*

**B** Karl A. Baughman  
P O Box 302  
Claypool, AZ 85532-0302

☐ CHECK HERE IF NEW ADDRESS



MAR 06 2000

(PERSONAL ATTENTION:  
JIM AND CATHERINE HOVIS)

**EXCEL** Hearing Solutions

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